

The magazine for members of the Dutch Chamber of Commerce in Hong Kong



DUTCHCHAM MAGAZINE

July/August 2017

Volume 188

Next Destination

Interview with a Chief
Being part of the global community
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The Landmark Mandarin Oriental, Hong Kong

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Next Destination



This issue of the DutchCham Magazine is about “Next Destination”, with a story from Carola van den Bruinhorst and Erik Evers who travelled by land to their “Next Destination”, Amsterdam, as well as an interview with Torsten van Dullemen, General Manager of The Landmark Mandarin Oriental Hong Kong.

For the DutchCham Board, some time has passed since last month's AGM and we have used that time for handovers to take place and let our new Board members settle in. The DutchCham Board is ready for its “Next Destination” and I will share some of the 2017/2018 DutchCham initiatives in this magazine.

However, firstly, I'd like to again say a big “Thank You” for the commitment and contributions of those who have stepped down during last AGM: Lodewijk Meens, Mano Markovits, Mark Kemper and, of course, Daniël de Blocq van Scheltinga, from whom I'm delighted to take over the role of Chairman.

I'd also like to welcome Michael van Ommeren and Arend Oldenziel who have been appointed as Board members during the AGM. You may have heard that we are actively looking for a new Board member, with a special focus on (new) membership strategy and execution. If you are interested in being (more) actively involved in the Dutch Chamber, a keen networker and eager to find all those potential new members, please contact Muriel Moorrees.

Finally, please feel free to contact me regarding our Chamber matters at info@dutchchamber.hk. You can also reach out to me and other Board members during events and gatherings: always happy to have a chat if you have any feedback, questions or concerns.

Enjoy this issue of the DutchCham Magazine, and looking forward meeting you during our DutchCham events!

Maaïke van Meer
DutchCham Chairman

Being part of the global community

Torsten van Dullemen is the General Manager at The Landmark Mandarin Oriental, Hong Kong and shared his thoughts about the challenges and opportunities in the hotel industry, as well as future plans at the luxury hotel.

■ By Donna Mah



With several decades of experience, Torsten van Dullemen is an experienced veteran in the hotel and F&B industry. Currently the General Manager of The Landmark Mandarin Oriental, Hong Kong, Torsten has held management positions in several 5-star hotels in Asia. In 2016, he was awarded the BMW General Manager in Asia award which is presented to dedicated professionals in the hotel industry who are deemed the best in their field.

Please tell us a little bit about yourself.

I started working in the industry when I was 16 years old washing dishes and learning from the bottom up. I went on to study at Hotelschool The Hague and then I was fortunate enough to be awarded scholarships which allowed me to further my studies including some time studying in the United States as a representative of The Hague.

After my studies, I started my career in hotels in London at The Savoy reception desk and worked my way up to Front Desk Manager. Since then, I've lived and worked in 11 cities across nine countries and three continents including time spent in the Caribbean, India, Thailand and the Philippines.

I was appointed as the General Manager of The Landmark Mandarin Oriental, Hong Kong, in January 2015. I live in Hong Kong with my wife and two daughters.

What are you responsible for at The Landmark Mandarin Oriental, Hong Kong?

I look at my responsibility as General Manager in two parts. One part is being responsible to our owners and ensuring that our property provides good financial returns, retains its value and that

there are no PR disasters. The other part is about the hotel itself and the people here. I work to make sure that everything is running smoothly and that everyone in the team understands our vision and has the tools and training to carry out their role within that vision.

As a business, we make sure that we meet regulations and that we handle any disputes in a timely matter. We are also very focused on talent management. It's very important for us to build a strong team – an unstoppable team!

As General Manager, the job has changed over the years. While it is important to meet guests, and make sure that they are happy, I also invest a lot of time ensuring that our property is safe by assessing any potential risks. Having said that, I really enjoy being part of the team and engaging with and entertaining guests when I can.

What are some of the challenges you (or the industry) currently face?

Finding the right people that work well together is one of our biggest challenges. In our industry, you are only as good as your team. Working in this industry requires intelligence, drive and stamina. We are fortunate to have an amazing team at The Landmark Mandarin Oriental, Hong Kong.

With legal and financial considerations in mind, working in this industry means taking on quite a lot of responsibility which means each team member needs to have a solid base of knowledge and skills. In my experience, acquiring and managing talent has become more challenging, but it also means that the industry is forced to adapt to change to be more attractive to potential hires. This encourages us to be more innovative and be better.

In Hong Kong, though there are students who study to work in hotels, many choose career paths that don't necessarily involve working in a hotel.

Where do you see opportunities for the hotel industry?

For us, social media, technology and design are all opportunities. Hotels are viewed as great places to meet up so it is important for hotels to be in-tune with its clientele. Being flexible and innovative also helps.

At our hotel, we continue to adapt to change – to improve. Being flexible and innovative is essential for our business. As GM at The Landmark Mandarin Oriental, Hong Kong, I think of myself as an entrepreneur, in some ways, as we are continuously innovating and working with new ideas. We have introduced Unplugged concerts at MO Bar with acts including Annie Lennox,



Torsten van Dullemen and members of The Landmark Mandarin Oriental, Hong Kong team prepare for November.

Alicia Keys, John Legend and many more. We also host an annual Masters of Mixology event which brings some of the world's best mixologists to Hong Kong.

As an industry, it is also important for us to be responsible and purchase from suppliers with products from sustainable sources. We also do our part by reducing our carbon footprint. We are always looking at ways to improve how we do things and how we can be better. We are introducing no plastic in the kitchen this year. If you think about it, a professional kitchen uses a lot of plastic – especially plastic wrap. For us, once we make a decision, we simply run with it – even though it may be considered 'tough'.

There are many more things that we do at the hotel, but in general, it is important to maintain our high standard of luxury and contemporary design as well as being flexible and open to making necessary changes. With stylish design and commitment, we believe that sustainable luxury is not only possible, but necessary.

The Mandarin Oriental Hotel Group is a pillar of society. As a part of a global community we can affect change by making decisions about how we do things and who we do business with.

What is the 'next destination' for The Landmark Mandarin Oriental?

We will continue to make The Landmark Mandarin Oriental a great place to stay, visit and work. There is always room for growth to be more relevant and robust.

Our owners have placed a great deal of trust and support in myself and the team. To elevate the level of service and our

product, there are a few areas which we are working on. They include: 1. the team – a happy team with a steely, strong commitment to be ahead of the competition; 2. innovation – to keep abreast of changes and implement change when necessary; 3. planning – to plan for tomorrow but act today; 4. sustainability – understanding that what we do today affects our tomorrow.

As for the hotel itself, we will be renovating the entire floor where Amber is located. This should enable us to better serve our guests well into the next decade. Maintaining and upgrading our facilities is a key part of our planning.

As a business, we are continuously exploring channels for reaching new guests. The way in which we communicate has changed over the years, but this is a people business and we will continue to look at ways to make people – our guests, our partners, our colleagues – happy and ensuring our hotel as one of the best in the world. •

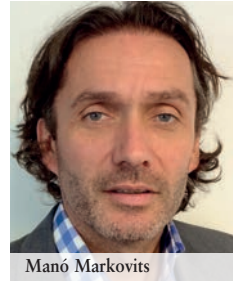
*“As a part of a global
community we can affect
change by making decisions
about how we do things and
who we do business with.”*

DutchCham Board of Directors: making way for fresh blood

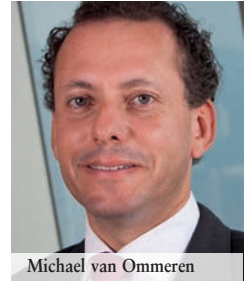
During the Annual General Meeting on the 14th June, Daniël de Blocq van Scheltinga, Lodewijk Meens, Manó Markovits and Mark Kemper said their goodbyes as board members of the Dutch Chamber, making way for Michael van Ommeren and Arend Oldenziel. Lodewijk, Manó and Michael share their experiences and vision for the Dutch Chamber.



Lodewijk Meens



Manó Markovits



Michael van Ommeren

■ Lodewijk Meens, Managing Director International Corporates, Corporate and Institutional Clients at Standard Chartered Bank
Manó Markovits, C.E.O. at 3 P.M. China Manufacturing Ltd.
Michael van Ommeren, Chief Operating Officer Hong Kong at ABN AMRO



Lodewijk Meens and Michael van Ommeren



Manó Markovits and Caroline Schikker

Lodewijk Meens

My involvement with DutchCham started in late 2011 when I was approached to help set up the Dutch Finance Committee. In 2014, I joined the DutchCham board, most recently as the Vice-Chairman to our fearless leader Daniel. What attracted me to the Chamber was the opportunity to meet people with different (professional) backgrounds – my activity in various committees and the Board have certainly been rewarding in this respect. After three years as a board member, it is now time to make way for fresh blood and look back at several interesting years representing the Orange in Hong Kong.

Highlights include the opportunity to represent DutchCham at various events and functions, to interact with government officials and Chamber officials of different nationalities. As a banker in real life, benchmarking is second nature to me, and I am always proud to receive feedback from other Chambers that DutchCham is punching well above its weight vis-à-vis most other Chambers. Needless to say, this is all thanks to our fantastic and energetic

members, our hardworking team in the office and very much in spite of our Board! Moonlighting as MC at a handful of DutchCham events (e.g. Dutch Bankers Dinner, DutchCham Business Awards) was also very enjoyable. On a more serious note, the Board spent a considerable amount of time to replace the irreplaceable Jacqueline / Caroline and I am very confident that the current team will ensure quality and consistency in delivery in line with DutchCham's high standards.

My advice to incoming members is simple but important: never lose sight of the fact that more or less everyone is contributing to DutchCham on a voluntary basis. Hence, strong-arming people will not work – you need a healthy dose of humour and motivational enthusiasm to get things done. Keep up the dialogue, not just by merely attending the monthly board meetings, but also by attending events and engaging with our member base. As to board interaction: it is the journey that matters more than the final destination. Stimulate brainstorming, listen to any and all ideas, try new things and be proud of the valuable seat you are occupying.



Nathan Jansen, Rinske Kuiper and Manó Markovits

Manó Markovits

It is hard to believe that I joined the Board of the Dutch Chamber more than three years ago and now it is time to say goodbye. It was a privilege to be a board member and work in a very motivated team together with Daniel, Arend, Tom, Harold, Lodewijk and Maaïke. To meet the expectations of the board, I tried to contribute in the best possible way and I shared my knowledge and experience of working more than 25 years in Hong Kong and China.

My personal highlights were the two business awards gala events 'Fifty Shades of Blue' and 'Reaching for the Stars'. This bi-annual event is an excellent platform for all members. We had amazing candidates in different categories like the Young Professionals up to Enterprises. Therefore, it was a great experience to interview the ambitious nominees and it was a real challenge to select the winners with the external jury. The top class event management was done by Jacqueline Baud, Caroline Schikker, Helen Yong together with the new crew Judith Huismans and Muriel Moorrees. Herewith, I would like to take the opportunity to thank them again for their hard work and efforts. They did an amazing job!

I wish the new board and the DutchCham office the very best for the future. As a member, I will certainly follow the new developments with great interest!

Michael van Ommeren

My name is Michael van Ommeren. I work for ABN AMRO Bank as Chief Operating Officer in Hong Kong. I moved from Singapore to Hong Kong in 2012 together with my wife and son.



I joined the Dutch Chamber in 2012. Since early last year, I have been chairing the Finance Committee, one of the sub-committees of the Chamber. The committee organises regular events focussed on the finance community in Hong Kong. Examples are the annual Bankers Dinner and Finance Outlook. We also organise the FinTech Series, which are seminars on topics such as Robotics in the Workplace, or trends in Asset & Wealth management.

I am excited to be joining the Dutch Chamber Board so that I can contribute to further development of the Chamber. Amongst the priorities are to improve engagement with new or aspiring members and improvements in the booking of events. In addition, I would like to continue working with governmental organisations as well as other Chambers to ensure the Chamber is well represented in Hong Kong. As the Chamber is a member-driven organisation, I would like to work with our members to develop their ideas and to hear from them regarding where the Chamber can increase its focus. •



Lodewijk Meens



Lodewijk Lamaison van den Berg and Michael van Ommeren

Carbon offset your next destination

As a foreigner abroad, you tend to fly a bit more than others, if only to visit the homeland from time to time. However, flying is bad for the environment. Apart from all the garbage created during a flight, the airplane burns a lot of fuel, most of which ends up in the atmosphere as CO₂. And CO₂ contributes to global warming, which is something we all want to prevent.



Maarten Swemmer

■ By Maarten Swemmer, Co-Founder & CTO at EcoMatcher Ltd.

The most obvious way to reduce the effect you have on global warming is not to fly at all and just use Skype this year. However, there are a few ways to reduce CO₂ emissions if you wish to (or need to) fly anyway.

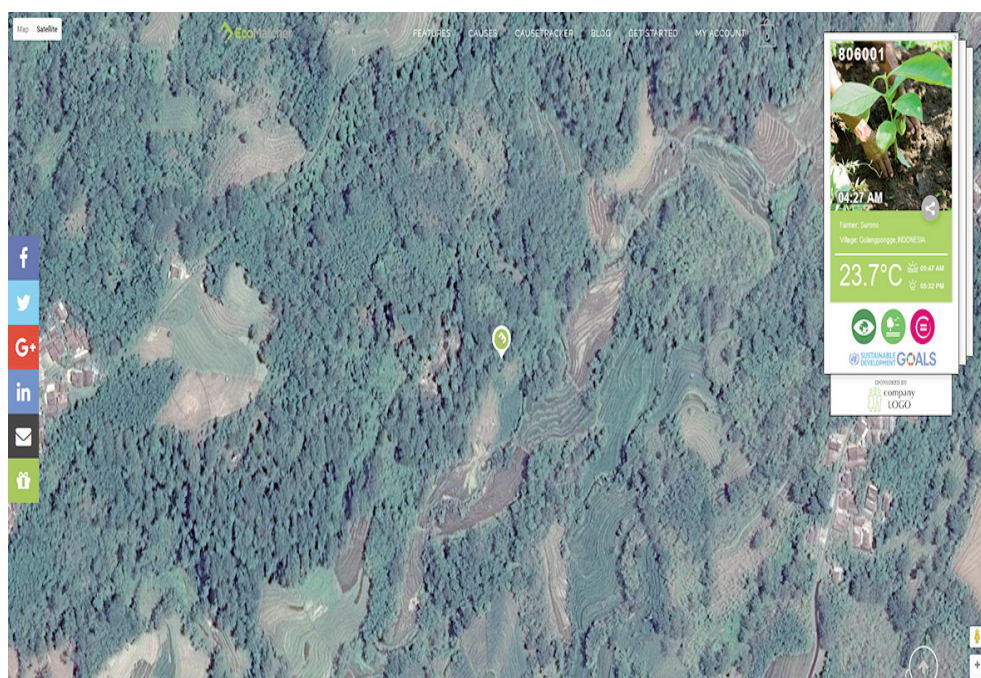
First, take direct flights. Both the increased distance and the extra take off require additional fuel. For example, flying via the Middle East easily adds 17% to your CO₂ emissions.

Secondly, fly with more efficient airplanes. Newer airplanes of the same model generally use a bit less fuel than the older ones, although other factors like the airplane model are even more important. According to KLM, its new Boeing 787 Dreamliner is 46% more energy efficient than KLMs B747-combi. The choice of airplane is, unfortunately, often limited.

Last but not least, you can compensate your remaining carbon emissions.

When you compensate carbon emissions, you either help reduce carbon emissions elsewhere or you sequester CO₂ from the atmosphere. Examples of projects that attempt to reduce CO₂ emissions elsewhere include building windmills or providing more efficient cooking stoves to poor families in Asia and Africa. The effect of these projects is sometimes limited, for example when a windmill turns out not to reduce emissions, because a village did not have electricity at all (and therefore no emissions to compensate) before the windmill was built.

Alternatively, instead of reducing CO₂ emissions, you could plant trees to let them sequester the emitted CO₂ while they grow. How does that work? A direct return flight between Hong Kong and Amsterdam causes an average emission per Economy Class passenger of between 1.35 and 1.8 tonnes of CO₂, depending on the calculation method used. If you consider that airplanes emit the CO₂ high in the atmosphere where it contributes to global warming more, it means you have to compensate almost double:



2.6 tonnes. Each tree effectively absorbs a certain amount of CO₂ during its lifetime. For a tropical tree you may assume it is on average about 200 kg. That means that you could fully compensate your flight by adopting about 13 trees.

Several airlines offer ways to compensate carbon emissions when you book a flight. You pay a bit extra and the airlines promises to compensate CO₂ through a program of your choosing. It's not very transparent, as you have no idea where the money goes exactly and whether real stoves, windmills or trees are provided or planted.

EcoMatcher will solve this problem. For each tree that is adopted through our platform, the customer knows exactly where it is located and who the farmer is that takes care of it. On top of that, it offers the possibility to share this online. That makes it a great way to give something back to the environment during your holiday or business trip. •

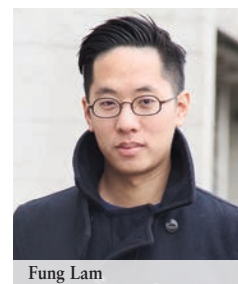
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HK Phil: highlights of the 2017/18 season

In close consultation with Music Director Jaap van Zweden, the HK Phil has put together an exciting 2017/18 season, and Fung Lam introduces some of the highlights here.

■ By Fung Lam, Director of Artistic Planning



Fung Lam

Maestro Jaap van Zweden has been the Music Director of the Hong Kong Philharmonic Orchestra (HK Phil) since the 2012/13 concert season. Under his direction and drive, the standard of the orchestra has improved quite dramatically, as anyone who has attended our concerts regularly over the years would agree. And in addition to giving performances of the highest standard in Hong Kong, we have also enjoyed many very successful overseas tours under Jaap's baton, performing in some of the most prestigious venues, such as the Musikverein in Vienna, the Konzerthaus Berlin and the Sydney Opera House.

In close consultation with Jaap, the HK Phil has put together an exciting 2017/18 season, and I am delighted to introduce some of the highlights here. Firstly, Jaap will be leading us in seven fascinating programmes, including what is considered by many music lovers to be the highlight of the season, the final chapter of Wagner's epic *Ring Cycle*, *Götterdämmerung*. Our previous performances and live recordings of the previous instalments of the *Ring Cycle* have garnered international acclaim, and with our stellar cast of Wagnerian stars, these two performances (18 & 21 Jan 2018) are definitely not to be missed!

We will have the chance to hear Jaap conducting the mighty Bruckner's Symphony no. 8 (13 Oct 2017), the powerful Shostakovich's Symphony no. 7 *Leningrad* (15 & 16 Jun 2018), the ever-popular Dvorák's Symphony no. 9 *From the New World* (22 & 23 Jun 2018), as well as a personal favourite of mine, the spectacular romantic masterpiece, Saint-Saëns' Symphony no. 3 *Organ* (8 & 9 Jun 2018). For the Organ Symphony, the HK Phil will be joined by the largest pipe organ in Southeast Asia at the HK Cultural Centre Concert Hall, in a programme that includes Leonard Bernstein's *Serenade*, kick-starting a quartet of programmes that celebrate the centenary of the birth of the legendary composer, conductor and educator. Don't miss the season finale "Celebrate Bernstein!" (6 & 7 Jul 2018) where the HK Phil will be performing his greatest Broadway and movie hits with some of the best singers around.

Throughout the season, we will be joined by many of the greatest performers in the world. This includes the superstar pianist Yuja Wang, who will be joining us for a trio of programmes at the beginning of the season. For the season-opener (1 & 2 Sep 2017), conducted by Jaap, we will hear Tchaikovsky's grand First Piano Concerto, before we get to experience *The Rite of Spring* by Stravinsky, a 20th century masterpiece filled with pulsating rhythms and raw energy. For the second week (8 & 9 Sep 2017), Yuja Wang will be performing the poetic Piano Concerto no. 2 by Beethoven, before Jaap leading the orchestra in the powerful Fifth Symphony by Mahler. In-between the two orchestral programmes, Yuja Wang will be sharing the stage with three of



our principals in an intimate chamber concert (6 Sep 2017). Season-openings don't get much better than this!

We are delighted that we will be joined by the legendary conductors Christoph Eschenbach (6 & 7 Oct 2017), Vladimir Ashkenazy (25 & 26 May 2018) and Charles Dutoit (17 & 18 Nov 2017), the last of which will be conducting a programme that includes Rachmaninov's passionate Third Piano Concerto (with the amazing pianist Nikolai Lugansky) and Ravel's delicate and beautiful *Daphnis et Chloé* Suite no. 2.

Throughout the season, we have a number of concerts that reach beyond the traditional classical concert format. "The Magic Toyshop" concert (22 & 23 Sep 2017) mixes puppetry, mini-theatre with music, while circus performers join with the HK Phil in the "Cirque de la Symphonie" programme (11 & 12 May 2018). We will be performing live to the complete screening of both movies *E.T.* (29 & 30 Sep 2017) and *West Side Story* (29 & 30 Jun 2018), with music composed by the legendary film composer John Williams and Bernstein respectively. Another film composer, the hugely popular Joe Hisaishi, will be conducting and performing with the HK Phil in May 2018, and symphonic music from the video game series *Final Fantasy* are featured in our "Final Fantasy: Final Symphony" concert (22 & 23 Nov 2017).

Last but not least, our annual outdoor event, the *Swire Symphony Under the Stars* returns (11 Nov 2017) at the Central Harbourfront. This year, we are excited to have Yu Long, our Principal Guest Conductor, as the conductor for this concert.

All in all, an exciting new season with something for everyone! •

Interview with Michel Scheffers, General Manager, Hotel Jen

■ By DutchCham



Michel, what do you do at Hotel Jen?

It is nearly impossible to stick to a daily routine, as every day is different with exciting happenings. I usually arrive at around 7:30 am, and after some inescapable emailing, I start my favourite part of the day; walking around the hotel, meeting our guests and colleagues. It is always such a pleasure to hear how much our guests are enjoying their stay with us. While listening to what our guests have to say is important, showing support for our team is also crucial: when our colleagues enjoy what they do, it results in better service for our guests.

During weekends, I love to stroll around Café Malacca as I can see many familiar faces dining with us. There are a number of local guests living in Kowloon, and even from the New Territories, who come for our authentic Malaysian and Singaporean cuisine.

How does Hotel Jen position itself in the travel industry? What keeps your guests coming back?

Hotel Jen is inspired by a virtual persona, Jen, who is a friend to every guest that stays with us. The brand is about showing our guests true hospitality and welcoming them to our home the way a friend would. And that's why everyone in our team, in addition to being trained to provide first-rate service, is also a local expert who can introduce the city's and the neighbourhood's highlights. Our people are definitely the most important element to our positioning. Our colleagues deliver services with their own personal touches; they reveal their own personalities and interact with guests like friends do. This is what keeps guests returning.

And, being located in the Western District, Hotel Jen is a perfect base for exploring the city. Visitors are amazed by the juxtaposition of traditional and contemporary ways of life seen here. Having the HKU MTR Station at our doorstep is an added bonus for visitors who look for convenient access to business districts and tourist attractions.

Why should people living in HK come to Hotel Jen?

Local residents can enjoy a staycation with their family, friends or as a couple. They can enjoy our rooftop pool with stunning harbour views – which is perfect for chilling out in summer. Foodies will love our quality Malaysian and Singaporean cuisine at Café Malacca – we serve some of the best Malaysian and Singaporean food in Hong Kong and many of the ingredients are

specially brought in from Malaysia to ensure that the flavours are as authentic as what you'd get in those places.

Moreover, our location is truly a gem, not only for business travellers or tourists, but also for locals who want to explore our neighbourhood, which is the best mixture of vintage and new, while featuring an East-meets-West culture. Local restaurants and traditional craft shops can be found alongside trendy bars and unique art galleries in the Western District – there's something for everyone.

What are some changes that you've noticed in the industry in the recent past?

For the tourism and hospitality industry, after a rather turbulent time, 2017 is promising to be a very prosperous year with tons of opportunities. We fully support the promotions of the Hong Kong Hotels Association (HKHA) and Hong Kong Tourism Board (HKTB) to boost local business and tourism.

Nowadays, travellers around the world research and make their booking decisions based on online reviews. Online reputation management will only grow in importance and we embrace that revolution. We dedicate efforts to make our information easily accessible and to be as engaging as possible with guests on review sites and various online channels.

For present day travellers, experiential and adventurous travel is a bigger theme than ever. Hotel Jen has been rolling out destination-centric programs under the overarching concept of "Leave Boring Behind". Our guests are encouraged to make the most of their stay, meet the locals, and see the destination from unconventional perspectives. Our team is always ready to help make this happen and would be happy to suggest experiences that are off the beaten path for guests who are interested to see something new or different in Hong Kong.

Can you share some of your future plans for Hotel Jen?

A hotel is more than just an accommodation; travellers are looking for unique experiences. To cater to the growing demand for experiential travel, we want to create an engaging and energetic vibe for our guests. We'll see more community and artistic activities around the hotel, as we explore collaborations with local artists to demonstrate one of our passion points, "Jen Why Art", and to support emerging talents by providing them with a platform to reach a wider, international audience.

With the transformation of the Western District over the past couple of years, we are excited to introduce our neighbourhood to our guests. We work closely with partners in the neighbourhood to organise experimental activities. Our on-going "Night Light Walk" tours that take guests to on an energizing walk in Tai Tam and the Peak is an example. The ultimate aim is to assist our guests to immerse themselves in the community and appreciate our city in a different light. •

*"A hotel is more than just
an accommodation; travellers are
looking for unique experiences"*

Next destination

“Hai Yat Dzaam Hai ...”

– Cantonese for MTR travellers

■ Column by Ralph Ybema, rybema@chinaltd.com.hk



Ralph Ybema

Not that I claim to be competent in the local dialect, mind. Although my erstwhile Chinese teacher was married to a Cantonese speaker and thus used that dialect to reprimand her young son, her home taught classes were strictly Mandarin only.

“About enough to make a taxi driver stop and turn at the correct time” is my level of proficiency, and that assumes I know when the correct time is. I console myself with the fact that although twenty-odd years in Hong Kong did not result in Cantonese fluency, neither did it for more than a handful of foreigners I know here. And they are mostly fellow rugby referees who were force-fed the local parlance during the early days of their careers in the Hong Kong police.

Interesting exception is our close Indian friends who grew up here. Their proficiency can lead to entertaining results with Hong Kongers displaying their propensity for using rather, shall we say, “colourful” language. As such language is often directed to persons of different skin colour in the expectation it will be incomprehensible to non-Chinese, imagine the surprise and embarrassment of those who find themselves not just perfectly understood, but repaid in kind

I know, I’ve been there. Some less than subtle comments made in Dutch many years back. I was visiting one of my best mates in Paris at the time and we were queueing at a famous ice cream parlour behind the Notre Dame. We grew a bit overconfident of the absence of Dutch speakers and you can guess the rest. Suffice to say that besides a delicious ice cream, we ate humble pie.

The quote in the caption of this article goes to the travel theme and despite the subtitle, its main purpose is not to assist recent Dutch expat arrivals on the MTR – though I am happy if it helps!

Instead, consider this – “next” or its Dutch equivalent

“volgend” of necessity refer to future events, yet Chinese does the exact opposite. “The first” station in English or Dutch means the oldest station or the start of the MTR line one is on. The precise translation thus sounds quite pointless.

The Mandarin equivalent fares little better. “Xia Yi Ge Zhan” is “the station below” and makes even less sense than the Cantonese version. In terms of social status perhaps, as when speaking of one’s station in life – but MTR stations? MTR Corp can’t seem to get its act together on a high-speed rail link to Guangzhou, so the 3-D rail network of Batman’s Gotham City is some way off.

Or is it? Speaking of Paris, perhaps we need to rethink the analogy. If memory from my days there serves, the RER stations there sit, quite literally, underneath their Métro counterparts. So, if they use Mandarin in the Paris Métro, “the station below” makes perfect sense – doesn’t it?

Yet I hear you think “Mandarin Chinese announcements in **Paris**?! – I think not!” That’s the language I heard on recent visits to both Guam and – go figure – Japan though. Don’t be surprised if Paris falls in line with this global trend on account of mainland tourist dollars – or well, yuan.

Funny that, Paris again, must be serendipitous. At time of writing, our summer holidays are still up in the air but a rugby tour with our DB Pirates girls in September has identified the French capital as our known Next Destination: “Prochain arrêt Paris!”

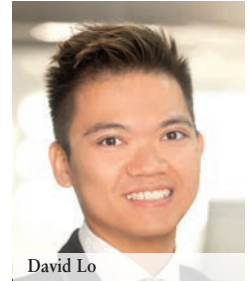
And with the weather here alternating between scorching heat and typhoon-strength winds combined with drenching rain, I am already looking forward. If I do venture into the Métro network you know what I’ll be listening to, yet the Parisian late summer should keep me above ground ... •

STOP! Draft your Will & prepare your Estate Planning NOW

Although some of us might have a Will in place, the majority does not have one. One reason for this could be because one is still not aware of the negative consequences of not having created a Will at all. However, it seems that the more likely reason for having no Will is simply because lack of time: having a busy work and family life and the fact that drafting of a Will requires some preparation are often the main contributors for not having yet started the Will process.



Willem Jan Hoogland



David Lo

■ By Willem Jan Hoogland (taxservices@hkwj-taxlaw.hk) and David Lo (david.lo@hkwj-taxlaw.hk), HKWJ Tax Law & Partners Limited

Why a basic Will?

Although it is appreciated that we all have a busy work and family life, one should at least have a basic Will in place for the same reason why most of us do have a health insurance. Passing away without a Will means that one's estate will be divided according to the Hong Kong Intestates' Estates Ordinance ("Rules"), which Rules amongst others do not regulate or provide any insurance for:

- a particular executor that one might have in mind for the execution of one's estate. If this person is not expressly stipulated in the Will, the Rules will provide for (another) one;
- in case various real estate is involved, which descendant or offspring is gifted with what type of immovable property and whether these gifts would be free of any mortgages or charges. Please also note that when minors are involved, as they cannot hold any immovable property until the age of 18, one might want to arrange for a particular trustee in advance instead of having an appointed trustee provided by the Rules;
- how one should deal with particular personal assets, such as whom should be gifted that special jewelry or those beautiful paintings or what for example to do with any pets one might have;
- what will happen to one's minor children in case both parents pass away at the same time? The last thing a parent wants to happen is for a court has to decide on the guardianship of their children whereby it is decided that the children have to stay with an unknown family. Although in practice, a court is likely to provide guardianship to closely related family members, the process itself to obtain guardianship might be rather burdensome and cause unnecessary stress for all interested parties involved, in particular to the minors themselves when family lives overseas;
- whether one wants to be cremated or buried: although one may have made it clear to their loved ones what to do with his or

her body after death while alive, arguments between family members may arise after he or she has passed away. Therefore, it would do no harm to set-out in a Will a 'wish' for either being cremated or buried as this would avoid any uncertainty. At the same time, especially when one is from an overseas jurisdiction and also wants to be cremated or buried in that jurisdiction, it would give the executor of the Will clear guidelines as to what to do with the deceased, as simply dealing with the estate can be a rather stressful process; and

- whether one wants to gift any monies to charity.

Please note that the testator inside his/her Will should also stipulate his or her domicile, for example Hong Kong, and that his or her Will should therefore be construed and effected according to the laws of Hong Kong. However it should be noted that in an international context, such as when a person is 'also' domiciled somewhere else or when overseas real estate is involved, different laws of succession might apply.

Therefore, whenever a larger estate is involved and/or there is an estate that is spread across the world, next to drafting a more extensive Will instead of just a basic Will, it is also recommended to set-up a Trust or a Foundation.

Trust, Foundation & Probate

Although a Will itself also can provide for a trust, i.e. for a so-called testamentary trust, such trust is often set-up by the testator for the benefit of his or her minors, whereby the assets that are being transferred into the trust are still subject to probate and the trust itself might even become subject to regular control checks by the courts. However, a trust that has been set-up during lifetime, i.e. a so-called *intervivos* trust, is not subject to any probate (neither the assets it contains) as such trust, simply speaking, cannot 'die'. *Intervivos* trusts are therefore used a) to avoid probate and b) for asset protection as all assets transferred into this trust are no longer considered to be part of one's personal estate but c) also for tax planning purposes.

It should be noted that as a Foundation like a Trust also provides for asset protection, most people that are from a civil law jurisdiction would have a preference to use a Foundation instead of a Trust as they tend to be more familiar with the civil law terminology that surrounds the Foundation.

Enduring Power of Attorney & Directions of Medical Treatment

In addition, next to a Will and potentially also a Trust or Foundation, it is recommended to have as well an Enduring Power of Attorney ("Power") and Directions of Medical Treatment ("Directions") in place. The Power basically grants

certain powers by one person ("Grantor") to another (the "Attorney") in the event that the Grantor becomes mentally incapacitated. The rules that are surrounded by this Power are governed by the Enduring Powers of Attorney Ordinance and have to be in a prescribed form. The Power itself is however limited to the control of the Grantor's properties and his/her financials only. Therefore, in case one also wants to give directions (although not binding) to a person such as a family member on how to deal with certain medical treatments when one becomes mentally incapacitated, for example, what to do when one becomes dependent on life support, separate Directions of Medical Treatment should be stipulated. •

Are you ready to join 400 other DutchCham members?

A Dutch Chamber Membership is open to all companies and nationalities. You can simply sign up online at www.dutchchamber.hk or contact the DutchCham office at info@dutchchamber.hk for more information.



For and by our members

DutchCham has grown, changed and developed with its membership for over 25 years now and as we welcome a new Chairman, Maaïke van Meer, we also look back with outgoing Chairman, Daniël de Blocq van Scheltinga.

■ By Donna Mah



Daniël de Blocq van Scheltinga



Maaïke van Meer



Daniël de Blocq van Scheltinga during the DutchCham Business Awards



Daniël de Blocq van Scheltinga during the 25th Anniversary of the Dutch Chamber

Daniël de Blocq van Scheltinga, Former DutchCham Chairman

Daniël arrived in Hong Kong in 2001 with ABN AMRO to head up the chemicals division at the bank for the Asia region. After the initial four-year contract, Daniël renewed his contract and around the time he celebrated seven years in Hong Kong, he moved to a local package with the bank. It was when this change was made on paper that Hong Kong became ‘home’ for Daniël. Though he said that “from the first day, I fell in love with Hong Kong”, it was when he was no longer considered an expat by his employer did his perspective about ‘home’ change.

As Daniël’s first home in Asia, he has found that the people in Hong Kong are “very pragmatic, optimistic and very willing to roll up their sleeves and get the job done.”

After working at the Dutch bank for many years, he was offered an opportunity to build a ‘mini bank’ within a large Chinese state-owned chemical company (one of his clients) to handle inter-company lending and outbound M&A. He took the plunge and went on to open his own company to work with the client rather than be an employee of the state-owned entity. To do his job, Daniël split his time between Beijing and Hong Kong. The two-year experience gave him a deep understanding of how things work in China, in particular how government works there. Basically, he learned that he had much to learn.

“It was fascinating. I learned so much! Every day was a surprise,” he said.

After his contract ended with the state-owned corporation, Daniël chose not to renew the contract as an employee, but continued to work with them business-to-business.

Daniël is the Founder and Managing Partner at Polarwide Limited which acts as a liaison between European companies and Chinese companies – finding partners, handling acquisitions, deciding on strategy, etc. As a small business owner, Daniël said that it is important to assess the probability that a project will be successful or not. With limited resources, smaller companies need to be wise with resource allocation.

Going back to your core

While Daniël acknowledges that the way in which business is done may have changed somewhat, especially with the use of new technologies, at the core it is still about clients and making those clients happy. The relationships that have been built over years of working with each other cannot be outsourced to an outside agent. At the core of each relationship is trust and respect that cannot be easily replaced.

“Personal interaction is important. Outsourcing everything and running projects using people based around the world without the personal touch is, in my opinion, not sustainable,” said Daniël.

Changes in the work world

According to Daniël, the interconnectivity that social media offers the world has its pluses, including information being disseminated

very quickly, but it also has some minuses. He said that while there is a lot of valuable information, we must work our way through a lot of noise as well. He wonders whether people can see the big picture when there are so many distractions.

While many companies expect quick answers and immediate action to issues that arise, Daniël preaches balance and taking the time to strategise. He believes that it is possible to get better answers if we take the time to switch off and really think about long-term plans.

For the banking industry at Board level, there are usually some very good specialists who have worked their way up a company in a variety of departments and capacities. They have a firm foundation of skills and knowledge that is industry specific. Daniël did note that ‘generalists’ tends to be the norm now, even at CEO level.

Regarding Boards, Daniël mentioned the need for multicultural experience. In his experience, it seems that few Asian companies have Western board members and few Western companies have Asian board members. It is something he believes should not be ignored.

DutchCham and European Chamber

About six years ago, Daniël joined the China Committee at DutchCham. While not an active member while at ABN AMRO, when he was asked by former chairman Robert Scholten to become a member, he decided to join the China Committee. This eventually led to Daniël becoming the Chairman of the Dutch Chamber of Commerce.

Daniël is also a Board Member with the European Chamber of Commerce as the Treasurer. With the European Chamber, Daniël has had the opportunity to work with the Independent Commission Against Corruption (ICAC) as part of the Business Ethics Development Committee.

Each DutchCham Chairman makes their own mark during their tenure, and as the outgoing chairman, Daniël mentioned a few highlights during his time as Chairman. As the members of the DutchCham have changed over the years, so have the needs of the membership. With more entrepreneurs and small business people coming to Hong Kong, the SME Committee has become one of the most active groups within DutchCham. More and more people are staying longer and obtaining permanent residency whereas members used to stay 3-4 years and then move out of Hong Kong. Daniël therefore believes that DutchCham in Hong Kong is not just for networking, but can also affect positive change in society. There is a social element, but Daniël is quick to add that the Chamber has so much more to offer. Chambers have influence and can add value especially by becoming more involved with society as well as being a link to the Hong Kong government. Daniël has been a part of the team that has raised issues on behalf of members to the Hong Kong government.

Role of Chairman

If you’ve ever wondered what the Chairman does, Daniël mentioned two main areas of importance about what the role means to him:

1. To try to understand the needs of the members and coordinate with the rest of the Board and the office to act regarding these needs. DutchCham is “by our members and for our members so it is important to keep a finger on pulse so we don’t become irrelevant,” he added.

“It is possible to get better answers if we take the time to switch off and really think about long-term plans”

2. As Chairman, it is important to interact with other Chambers, the Hong Kong government and with other entities that have dealings with DutchCham. The Chairman is an ‘ambassador’ for the Dutch business community in Hong Kong

As we bid Daniël farewell as Chairman, though he will continue to be an active member of DutchCham, he had this to say, “I’ve enjoyed every minute of my time as Chairman at DutchCham. It has been an enriching experience and has broadened my horizons. I have every confidence that my successor will raise the Chamber to even higher levels!”

Maaïke van Meer, DutchCham Chairman

Maaïke has been a member of the Dutch Chamber Board of Directors for three years and is taking up the role of Board Chairman. Maaïke shares with us a little bit about herself, life in Hong Kong, the Chamber and its 2017/2018 initiatives.

Early professional life

Trained as a Dutch lawyer, she began her legal career with the leading Dutch law firm NautaDutilh. After four years, she was sent to London, where she spent four years, was appointed partner and moved back to Amsterdam to join Van Doorne as a civil-law notary (notaris).

After four years in Amsterdam, she moved in-house with ING as Head of Legal and Compliance for ING’s Investment Management and member of the European management team, where she was appointed as a member of the global management team of ING Investment Management in 2009. When an opportunity moving her global role to be based in Hong Kong presented itself, Maaïke and her family moved to Hong Kong. After ING Investment Management withdrew from Asia, as a



During the AGM 2017



Maaïke van Meer being interviewed

consequence of the Global Financial Crisis, Maaïke and her husband decided to stay in Hong Kong. She currently is AXA's Chief Legal & Compliance Officer, where she manages a team of 30+ lawyers and compliance officers and is the primary contact person for the various regulators.

During our conversation, we talked about the way that people work, as well as the work itself, is changing, and that means that what may be considered a 'traditional career path' has changed. Changes are due to many factors, the most obviously being the growth in the use of new technologies in almost every industry.

Maaïke noted that for herself, she has moved into a new job or job role about every three to four years. Looking back, Maaïke shared that her management experience and background as a lawyer have given her the foundation skills needed to bring together Legal and Compliance Regional and Global teams and embed them as part of the company's core process and support business success navigating the growing and increasingly complex regulatory and legal demands, rather than being primarily a control and policing function. This requires a cultural change on both sides, as well as a different attitude towards work practices, that is essential in such fast-moving industries.

Hong Kong a natural match

The reasons for changes in governance for Financial Services are well known. Likewise, the political and trade agenda for the main economic powers in the world is changing, especially in China and their main trading partner, the USA. Hong Kong has the ambition to play a pivotal role as the gateway between the Western world and China. Hong Kong's economy is very much based on trade, logistics, construction, financial services and associated professional services. This is very much a profile that makes it a natural match with the trading mentality of the Dutch. It is therefore no surprise that the Netherlands is one of the main trade partners of Hong Kong.

Hong Kong can leverage its central position as the financial and commercial centre, and leading legal system in the massive economy of the Pearl River Delta. The Hong Kong–Zhuhai–Macau bridge, the RMB clearing centre, the link between the Hong Kong and Shanghai stock exchanges, as well as the opportunities arising from the Belt and Road initiative, all indicate that Hong Kong will remain Asia's premier business hub for a while.

Part of her work as Chairman of the Chamber is to provide a platform for the members of the Chamber to be informed of such changes and to help to navigate them.

Supporting the Hong Kong and Dutch connection

When talking about the Dutch Chamber, Maaïke is quick to point out that the Chamber supports the Hong Kong and Dutch connection, not just Dutch companies in Hong Kong.

"We are here to support how the Dutch work in Hong Kong with Hong Kong," she said. "It is important for us as a Chamber to listen to and understand our member needs."

The Chamber has a number of committees that are member run – for and by Chamber members. The committees themselves decide on strategy and the ways in which they will achieve their goals. The committees reflect what is important to the membership and the establishment of the Food and Agri Platform was one of the changes implemented last year in response to the growing number of members involved in these industries.

Looking to the future

DutchCham members and the Board are certainly not a complacent group. The Chamber is active in addressing issues that arise and to implement new ideas and initiatives brought up by the membership. An active Chamber is a Chamber that can do more for its membership.

Therefore, the DutchCham Initiatives for 2017-2018 are:

1. To organise unique 'new member' events twice a year to promote DutchCham and to improve interaction with our members.
2. Develop an online marketing strategy promotion plan and adopt a digital booking system.
3. Introduce a mentorship programme. Any member interested to join as a mentee or mentor can contact the office! •

"Hong Kong's economy is very much based on trade, logistics, construction, financial services and associated professional services. This is very much a profile that makes it a natural match with the trading mentality of the Dutch. It is therefore no surprise that the Netherlands is one of the main trade partners of Hong Kong"



Passing the pen

Who am I? Anouk Aafjes, Marketing Manager at Smart Luggagebelts Ltd Worldwide.

My professional background is: I started off my career at a real estate company DTZ Zadelhoff in the Netherlands (Amsterdam). After 1 ½ years I got the opportunity to work for a Hong Kong-based trading company. I enjoyed working in this company as I learned a lot in all the different departments. While I was working at the trading company, I found that it might be best to take a couple of years to learn Mandarin so I could grow even more. I studied in Beijing for five years to learn to read, write and speak Mandarin.

I work for: After finishing my five years of language studies, I set up a company in Hong Kong, Smart Luggagebelts Ltd, together with my sister. As a start-up, there is a lot that needed to be done. Sourcing from factories in China, setting up the marketing and so on. Over the years, we have grown and are a specialised factory that produces the patented products LuggageMate. LuggageMate is the world's first brand that has intelligently integrated three of the top best-selling travel items into one smart

product – luggage weighing scale, luggage belt and a lock.

The LuggageMate model SMLB-3102 is our latest safety luggage strap with interchangeable digital scale plus TSA lock and interchangeable travel unit with name and address 'box' on the backside of the unit. Our straps can be produced from 100% recycled RPET material. For each strap, we use 12 330 ml recycled plastic bottles.

I am in Hong Kong because ... Hong Kong is very efficient for me.

1. Our factories are only an hour away.
2. Hong Kong is a well-driven business city. Many of our customers travel through Hong Kong, which gives us the opportunity to meet with them a couple of times a year.
3. I have been coming to Hong Kong ever since I was very young and I have fallen in love with the city. Hong Kong has become my home away from home.

My most remarkable work story relating to Hong Kong is: Last year in April when exhibiting at the HKTDC Gifts & Premium fair, a lady visited our booth as she was intrigued by our LuggageMate and was looking for a new and innovative giveaway. After several months, we received an invitation for quotation. At this point we learned that the selected items were for commemorating the 20th anniversary of the establishment of the Hong Kong Special Administrative Region (HKSAR) and to celebrate the return of Hong Kong to China. Procurement procedures were followed and we finally won the contract! Two different designs were chosen. The creative visuals that were used for Design 1 consists of six contemporary vibrant designs. Design 2 consists of eight well-crafted photographs that provide a striking take on the city, which is urban and natural, commercial and cultural, and leads us to wonder where all these places are. We are very proud to be part of this remarkable anniversary, as Hong Kong has become our second home.

I find most of my business contacts through: We find most of our contacts at fairs we exhibit at. Throughout the year we exhibit at different locations all over the world. We also have a large network of exclusive distributors in different countries and regions.

My favourite destination is ... I love to travel! I have been to a lot of different destinations in the world and it's very hard to pick just one. If I really must choose, I would choose Paris as my favourite city!

25 years ago I was ... Still a toddler...

One day I will be: I am still young and I aspire to work hard to continue building our brand. •



The Next Destination

When the words ‘next destination’ come to mind, what does one think of? Travel? Did you know there is a travel website in NL with this name? (I have no affiliation.) Or do you think of your next job or career move? Or should we think of something ‘non-personal’ like ‘where do we go with this world’?



Bernard Scheffens

■ By Bernard F. Scheffens, CEO, WSS Asia Ltd.

It strikes me that these days nothing seems to be certain. The changes are following up quickly, governments are changing policies with the Twist of Twitter (you know what I am talking about) and suddenly nobody knows where it is leading. A lot of speculation, but then again, it could change overnight again.

The recipe that seems to emerge is to take your destiny in your own hands. As I am writing, the German Chancellor said that we need to determine our future in Europe ourselves, depending less on what others do, following a disappointing G7 summit in Italy. Disappointing especially – from my perspective – on the World Climate issues. Obviously, a lot of pressure will be there to change the outcome, a lot of debate spent again on this subject. And time is running out. It's time to act.

It is here where I imagine that Asia can play an important role. Look at what has been accomplished in the last few decades. And why this happened. It gives me hope that once people are

determined to achieve certain goals, it can be done. The vital element here is: is everybody convinced that it's time to act and stop debating?

And once the time to act is here, it will take a lot of effort to convince the citizens of importance to act and to take their destiny into their own hands. Yes, there are a lot who are already convinced. But there are many more that still need to be convinced.

In my little world of information management in waste management, the data we collect, once analysed, can tell us how to act, how to improve, how to achieve our objectives. We can help people to make informed decisions – to define their goals and how to get there. That is no easy way. Cleaning up the world is quite a subject. But why don't we start small? At home? At work? In factories? Restaurants? What can we do ourselves to contribute to a cleaner world as a final or next destination?

We see a lot movement in the world to clean up. For example, our Dutch student Bojan Slat invented a tool to clean up the ocean and take out the plastics. I would certainly recommend looking at their website to see how it works: www.theoceancleanup.com.

Just an example of what can happen if people take the initiative and think. There are more, like machines searching rivers for waste and take it in. A new industry is created where innovation, technology, environment and business come together. And so it should be. Not just a one-time event, but a ‘sustainable’ effort in all aspects that will give us a cleaner world; our next destination. We have perhaps done enough to risk a polluted world. We can do more to change that. I see a remarkable consciousness in Asia to turn this part of the world into leaders in a clean world. That would be great.

Before we get too optimistic though, there is still a lot to do. As we want this to be a permanent movement, we need to build this industry on a ‘solid’ basis, so to speak. The creation of funds to clean up is key. Charging for waste generation is one of those things. A lot of countries have reached the stage of awareness that something needs to be done. They have started to see that the financials needed are key. We need to build that into our pricing, allowing us to do what needs to be done. To do so internationally is difficult ... yes. But impossible? No!

I am hopeful, seeing these changes underway. Will I see it in my lifetime? I am afraid not, but at least there is a start. So, keep going. We'll get there ... to our Next Destination. •

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Your Ideal Getaway: India

India is one of the most fascinating, colourful and exotic countries in the world. Here we look at different ways of engaging with this charming jewel.

■ By Jet Airways

Kerala : Kerala has been famous for its supplies of spices since antiquity. Its cuisine is influenced and has the touch of the best flavours from Chinese, Arab and European cuisine. Recognised as the Gateway to Kerala, Kochi is an enchanting city that serves an eclectic range of lifestyles. It has numerous architectural marks left from the Portuguese, Chinese, Dutch and British, and also flaunts one of the finest natural harbours in the world. Attend a festival or evening concert at the Durbar Hall Ground. Tour the Hill Palace Museum to view an amazing collection of 500 artefacts and 100 different species of trees. Explore the Holy Coonan Cross Church, built in the 17th century. Visit the Indian Naval Maritime Museum, Kashi Art Gallery and Indo-Portuguese Museum to learn more about Kochi's history. For nature lovers, visit the Athirappilly Falls for amazing views of the Arabian Sea.

Goa: For exploring the best beaches in India, Goa is the destination for you. North Goa has the most popular beaches including Baga, Aguada, Arambol, Calangute, Palolem, Colva and many more. The quieter beaches are at Bogmallo. Throughout South Goa you will never get tired of the clear white sand. The shacks at these beaches serve mouth-watering food using the freshest catch from the sea. Goa also has churches and forts dotted all over the state. These remains of the Portuguese rule are definitely worth seeing.

Jaipur: History lovers should never miss a visit to Jaipur, the capital city of Rajasthan and popularly known as the Pink City. Famous for its awesome handicrafts, exciting festivities and extravagant architecture, it is also one of India's most sought-after vacation destinations. Visit Hawa Mahal, Palace of Winds, a five-storey pyramidal-shaped monument built in 1799, popular for its jharokhas. Tour the Jal Mahal, also known as the Water Palace, located in the middle of the Man Sagar Lake. Explore the beauty and greenery of the Kanak Vrindavan garden, a valley complex located 8km north of Jaipur city. Visit Govind Dev Ji Temple, Birla Mandir and Sri Kali Temple to learn about Hindu gods.

Amritsar: The Harmandir Sahib or the Golden Temple is the most popular site of Amritsar, attracting tourists with its spiritual resonance and splendid architecture. Pilgrims seek blessings in religious spots within the temple such as the Akal Takht and the Har Ki Pauri. Colonial history can be revisited in the Jallianwala Bagh. The daily closing ceremony at the Wagah Border is an exciting experience, and nature lovers may enjoy the opportunity of strolling around the beautiful Ram Bagh.

Srinagar: Situated in the state of Jammu and Kashmir on the banks of Jhelum River, the natural beauty of Srinagar lies in the expansive view of snow-clad Himalayas and the lush greenery of Hari Parbat, which is truly Heaven on Earth. Chinar trees with their multi-coloured leaves are spread across the city. You can row on the beautiful Dal Lake and stay on rented houseboats. Spiritual peace may be found in the Hazratbal Mosque or Shankaracharya Temple. Visit Gulmarg and Sonamarg, popular for mesmerising natural landscapes and skiing.



JetEscapes Holidays: JetEscapes Holidays offers various tour packages including 'Southern Sojourn'. This brings you to the uncharted terrain of Karnataka and Tamil Nadu, adorned with marvellous temples, terraces of coffee and tea plantations, hilly landscapes and lagoons canopied by tropical forests across cities such as Bengaluru, Mysore and Ooty.

Guests may choose to experience life around the lively beaches of Goa, savour Goan and international cuisine at popular beach shacks, as well as participate in popular water sport events by selecting the Goa holiday package.

The 'tranquil Kerala' package covering Kochi, Munnar, Thekkady and Alleppey over five-nights and six-days, ensuring a rejuvenating experience. For a quick weekend getaway, you can opt for the majestic palaces of Rajasthan by visiting the 'Pink City' – Jaipur via our gateway Delhi.

A 'magical Kashmir' holiday showcases the abundant natural beauty of Srinagar, Pahalgam and Gulmarg, Mughal Gardens, and a Shikara (boat) ride on the famous Dal Lake. Other significant choices include the 'Himachal Experience' comprising of a breath-taking tour of Shimla, Manali and Chandigarh, and the 'Incredible Ladakh' holiday package, which includes a sightseeing tour of Leh's picturesque beauty, Nubra Valley and Pangong. At Leh, guests can take a trip to Shanti Stupa at the Sankar Gompa monastery. Guests can also experience the traditional Tibetan architecture at the Leh Palace.

Delhi and Mumbai are the gateways to discover the increasingly popular destinations in India, which offers an unforgettable travel experience and the iconic confluence of many cultures. •

Jet Airways is India's premier international airline operates daily services from Hong Kong to Delhi and Mumbai, its main hubs, which allow guests to access a host of 65 popular destinations including India and overseas and its' robust domestic network within India. The airline is the winner of 'India's Best Airline' Award at the TripAdvisor's Travellers Choice Awards 2017.

Leaving Hong Kong with the Trans-Siberian Express



Carola van den Bruinhorst



Erik Evers

■ By Carola van den Bruinhorst & Erik Evers



Mongolian herder

It seems like only yesterday since we arrived in Hong Kong in 2011. After almost six wonderful years, we decided to depart from Hong Kong on 23 March 2017. A 12-hour flight and overnight arrival would not have done justice as the ending of our time here. So, instead of taking the Airport Express as we have done dozens of times, we took the MTR train to Hung Hom Station. Our plan was to travel overland, watching the landscapes, people and cultures changing slowly until we found ourselves back home. The Trans-Siberian Express covers most of the journey, connecting Beijing to Moscow. Slow trains from Hong Kong to Beijing and from Moscow to Amsterdam cover the rest. This means 12,954 kilometres of rail, crossing seven time zones and seven countries. Organising four different visas while taking many trips during our last months in Hong Kong was not easy. But on the chosen date, we are at Hung Hom Station, with our passports including the visas, feeling like we have left Hong Kong for Mainland China already. Apart from a group of Hong Kong school children wearing identical tracksuits, we do not see many other passengers. Indeed, why on earth would you go on a 24-hour train journey when there is a flight to Beijing every half-hour? Our fellow passengers are probably only people with a serious fear of flying.

This will not be the most beautiful part of the trip. Soon the landscape becomes rather desolate. Our views are of many cities

seemingly under construction, but they may well be finished and deserted already. The incessant rain does not help to lift the gloomy feeling. The staff have decided to use our corridor as their smoking lounge and the food in the restaurant car is terrible – of the 36 dishes on the menu only two are being served. By now, I should know that crispy chicken actually means fried soft bones. We miss Hong Kong already ... Time to go to bed and start reading Paul Theroux's 'The Railway Bazaar' about his train trip from London to Asia and back. Luckily, we booked 'soft sleepers', and although they're not precisely soft, our compartment is just for us.

We only spent a short time in Beijing – just to indulge for one night in our favourite hotel and restaurant. We know not to expect too much along the way; the Trans-Siberian does not exactly match the Orient Express. The tone was already set when our travel agent sent us disposable face-cloths and toilet-seat liners along with our tickets.

The next day, we take the train to Ulaan-Baatar in Mongolia. Two Mongolian *provodnitsas* are waiting for us at carriage 5. Our ticket clearly shows that we are expected at carriage 8, but that carriage does not seem to exist. Nobody seems surprised. The *provodnitsas* are most important on the Trans-Siberian Express. Often female, in uniform, they are each responsible for the state of their carriage. An important part of their task is to make sure

that the water in the samovar in each carriage is always hot, using coal for heating. These two ladies look very stern in their navy-blue uniforms, slick make-up and hairdos, and a complete absence of waistline.

Our entire carriage is empty apart from us and our *provodnitsas*. Even more surprisingly, they choose the compartment next to ours including the shared bathroom – where they manage to lock us out a number of times – to hang out and chat constantly. The other staff have decided to use the restaurant car as their smoking lounge – this is quite an improvement.

This part of the trip offers great views. Soon after leaving Beijing it becomes mountainous, with blooming trees and crystal-clear rivers. Further up the mountains with snowy caps, we see old walled villages. We see old walled villages. It's hard to imagine that people live there, but they do – we sometimes see cattle and dogs. In Inner Mongolia we see beautiful remains of the Great Wall, which remind us that it was built to protect China from the Mongols, once led by Genghis Khan.

We cross the border with Mongolia late at night. The procedure takes five hours – Chinese immigration formalities on crossing the Chinese border first, followed by Mongolian formalities – already quite cumbersome, but then there is also the additional need for the wheels of the train to be changed. The railway track gauges in Russia and Mongolia are wider than tracks used in most other countries. The wheels have to be replaced to fit the tracks in Mongolia. This process takes hours: each carriage needs to be separated, lifted up one by one and its wheels removed, followed by the fitting of the Mongolian wheels. The carriages are then placed back on the track and reconnected with a loud thump – not ideal for a good night's sleep. Just after 3:00 am, quiet finally returns.

When we wake up, we are surrounded by the Gobi Desert, impressively vast stretches of space with only the odd camel in the background – and horses, of course – we are in Mongolia,

after all. The Gobi Desert changes into steppes that look similar at this time of the year, not green yet and partly covered by snow. Under a clear blue sky, we arrive in Ulaan-Baatar in the afternoon. Luckily, although still very cold, it is late winter and the worst air pollution is over. Because coal is used for the heating in the *ger* camps, even in the city, PM 2.5 fine particles are five times higher than those in Beijing! We decide to stay for a while in Mongolia. Although the choice of places to visit is limited in wintertime, we travel around quite a bit and enjoy experiencing impressively enormous empty steppes. We go to Kharkorin in a snowstorm and see its beautiful Erdene Zuu temple. We drive to Hustai National Park, where we stay in a *ger* and see the wild Przewalski horses, re-introduced to Mongolia by a Dutchman. In winter, overnight stays and restaurants are for locals rather than tourists. We find that the description of 'very simple hotels' used by the agent was not an understatement. Also, Mongolian cuisine should not be your main reason for your visit.

We continue to Irkutsk in East Siberia. This time we travel a little less comfortably and realise what Paul Theroux meant when he wrote that 'a hard sleeper is a truer description than the other class that is advertised as soft'. Still, we have the compartment to ourselves, which is the most important thing. Again, we cross the border around midnight and although there is no need to change the wheels of this train this time, the immigration procedures are set to make things as uncomfortable as possible. An endless parade of officers in fur hats, first Mongolians and then Russians, come and inspect passports, visas, luggage, compartment and us.

After another restless night in the train, we are pleasantly surprised to see East Siberia when we wake up. It actually looks lovely and peaceful, with cute wooden gingerbread houses in snowy birch forests. We have fantastic views of the deepest fresh water lake in the world, Baikal, 630 km long and covered by a thick layer of ice. Baikal is also our destination for the night, and on this very sunny winter weekend day is full of activity: we see ice fisherman everywhere, BBQ parties on the ice, cars crossing the lake. We eat *omul* and salmon in our very Russian hotel



Provodnitsjas



Carola and Erik at Lake Baikal

surrounded by middle-aged locals. Most women have high blond hairdos and tight-fitting skirts; the men wear tracksuits and drink vodka. When the female DJ with a huge donut-bun wobbling on the top of her head starts to sing, only the women dance. Quite an experience. At breakfast, two big guys sitting next to us order and finish a bottle of Martini Bianco (do people still drink that?). We travel to Irkutsk, the ‘Paris of Siberia’ as described by Chekhov. Although there is little resemblance to Paris, it is actually quite a beautiful city, already a place of exile for aristocrats fallen from grace in the 19th century.

From Irkutsk we will travel straight to Moscow, four days and nights in the train. How unlucky that this is the oldest, least comfortable train of the entire trip. Maybe it is even the oldest train we have ever seen! Still, we are privileged to have the quite sizable compartment to ourselves. This train offers transportation for Russians between the dozens of stations along the way. All other compartments are occupied by four people, with people getting on and off at any time of the day or night. Next to us is a young couple with a baby who share their compartment with ever-changing travel companions, often big guys in tracksuits, sometimes with a bottle of vodka. Our life on the train is actually not that bad

– we have the luxury of making up our bed in the morning so that we have couches to sit on, we can open and close doors and windows as we please for privacy or fresh air. And the *provodnitsa* takes great pride in keeping her carriage clean and tidy.

It takes a while to get into the rhythm of life on the train. It is disorienting that Moscow time is used, still six time zones away when we board the train in Irkutsk. The landscape hardly changes: passing by hundreds or maybe even thousands of kilometres of snowy taiga. The birch forests that looked so lovely and peaceful when we first saw them, now remind us of the gulags that used to be hidden in there.

The train sometimes stops a little longer to be serviced, and this allows us to go for a short walk on the platform where babushkas sell some food, a welcome change of diet from the restaurant car, although the variations of borscht and salmon caviar sandwiches are not too bad either. We are thankful for the *provodnitsa* and the samovar, that provide us continuously with hot water for coffee, tea and instant noodles. We are the only foreigners on the train and our fellow passengers are really friendly, but few speak any language other than Russian. Good nights of sleep, lots of naps and reading *Anna Karenina* and *War and Peace* again in new translations help to pass the time, and before we know it, we have arrived in Moscow.

In Moscow we indulge for a few days in a nice hotel where ‘soft’ finally gets its true meaning again, great restaurants, touring the beautiful city centre and an opera at the Bolshoi. But by now we are ready to go home. We skip St. Petersburg and take the train to Berlin instead, a modern Spanish-made train which suddenly feels tiny after the big old Russian train. In Berlin, we change trains for Amsterdam. The last hours on the train feel much longer than the entire Trans-Siberian journey, and we are relieved when we finally approach Amsterdam. We finish our trip in style by favouring tramline no. 2 over Uber. After 12,954 kilometres past snowy mountains and frozen lakes, through deserts, steppes and taiga, we are home. •

“After 12,954 kilometres
past snowy mountains
and frozen lakes, through
deserts, steppes and
taiga, we are home”

Cruising Indonesia's Seas

Where can you get face time with komodo dragons, exotic birds of paradise, wild elephants and orangutans, view erupting volcanoes and swim right next to whale-sharks (which seem to like being scratched)?

■ By Sytske Kimman, Executive Director Asia Northrop & Johnson, +85293107427 sytske.kimman@northropandjohnson.com



A 'new' world is available to the adventurous. Transparent seas, exotic wildlife and unique island cultures, barely touched by outside influences, are still to be found in Indonesia.

A nation of some 14,000 islands, stretching wider than the continental USA, there are only about 50 locally registered vessels and another 50 foreign, privately-owned yachts that venture into Indonesia every year. Ever since Indonesia's independence from the Dutch in 1947 it has had a daunting reputation for yachtsmen: labyrinthine bureaucracy, rules changing from island to island, security issues and unreliable bunkering. However, in recent years, the Indonesian government has done much to streamline the process of obtaining permits. It no longer requires a massive bond. Despite an undeserved reputation for piracy, there have been no security issues for over a decade. The more distant the island, the more genuinely happy people are to see you.

Historians say that long before Magellan's fleet circumnavigated the world, it was an Omani sea captain's adventures in Indonesian waters that gave rise to the tales of Sinbad. You will see why. An 'old salt' is still referred to as a 'sailor of the Seven Seas', which derives from the seas surrounding the Spice Islands in eastern Indonesia. In the early days of exploration, these were the most sought-after seas in the world, for the spice trade was as powerful a force in the world's economy then, as is oil today. Christopher Columbus was in fact searching for a shorter route to Banda, the sole source of nutmeg – considered the gold of the spice trade, when he inadvertently bumped into America. The scent of early European history still lingers in the Spice Islands. Banda Island, with its colonial architecture nestled beneath a smoking volcano, embedded in both primary forest and ancient nutmeg groves, is a heavenly thing to find, bearing dead ahead, in the heart of the Banda Sea.

Here are four good reasons for exploring Indonesia:

- It is the mother of all archipelagos, stretching wider than the continental USA. Many of the 14,000-plus tropical islands remain untouched by outside influences.
- It is the world's most ethnically diverse nation, ranging from sophisticated Javanese and Balinese with their ancient cultures, to pale-skinned, jungle Dyaks of Borneo to the traditional Melanesian tribes of Indonesia's remote West Papua.
- You will neither encounter many other yachts in this little explored region, nor many other people.
- There is exotic and unique wildlife galore.

Eastern Indonesia, from Bali to New Guinea, is part of the Coral Triangle; the world's 'womb of marine species generation and diversity'.

"Imposing, early colonial architecture, with marble floors and disintegrating chandeliers are reminders of the prosperous spice trading days"

It is barely 1% of the planet's surface area but contains some 70% of all known coral species and nearly 40% of all saltwater fish species. Sail these waters with ichthyologists and they are likely to find you a new species of fish.

In addition to the horizontal Equator, the Wallace Line is a vertical zoographical divider which runs down between Borneo and Sulawesi and between Bali and Lombok. To the west of that line are the great apes – the 'red men of the forest' and elephants, rhinos and Sumatran tigers, all characteristic of the fauna of mainland Southeast Asia. You can observe orangutans, proboscis monkeys and other exotic Borneo creatures by sailing right upriver. Through overhanging forest, you reach the feeding stations of Camp Leakey, where Dr. Birute Galdikas has long operated her orangutan rehabilitation program.

East of the Wallace Line, we find a completely different Australasian fauna and flora: Birds of Paradise, if you are lucky you can witness them performing their mating dance; the giant, flightless Cassowary bird, with three razor talons on each claw; marsupials such as cuscus and tree kangaroos and incredibly large insect-eating plants.

In Central Indonesia, east of the Wallace Line, are islands of crumbling fortresses with rusting cannons. Imposing, early colonial architecture, with marble floors and disintegrating chandeliers are reminders of the prosperous spice trading days.

You can dive or snorkel in warm waters issuing from volcanic vents off Northern Sulawesi, where the Coelacanth – a 360-million-year-old 'dinosaur fish' – was recently discovered, or off south Sulawesi, where the amazing shape-shifting 'mimic octopus' was found and described only a decade ago. You can sail amongst great whales such as Blue, Sperm and the inquisitive Minke whales, or during new moons, cruise through bioluminescent seas of startling brightness. And you can swim with whale sharks (which, by the way, are neither sharks nor whales, but simply fifty-foot fish) in Cendrawasi Bay where they have bonded with the local fishermen for whom they are totemic beasts.

The 'Seas of Strange Beasts' of Indonesia have so much to offer! Northrop and Johnson can help you find the right yacht for your group to charter – anywhere around the world. •

It's about unique flavours. It's about Rob's Ribs

After seven years in production and procurement, Robert Jan Grasveld is back in the hospitality business, with Rob's Ribs.

■ By LuoboField Ventures, rj.grasveld@luobofield.com



Rob's Ribs and Rob's marinated grilled pineapple

Robert Jan Grasveld started his first hospitality business when he was fifteen years old. 'Handige Hulp' was an employment agency for high school students to provide catering and other services at home or for events.

When he was a student he started 'Uw Bedrijfshulp', a company which specialised in organising (catering) events and recruiting students for short-term jobs for different companies. In 2011, he moved to Shanghai for his management internship organised by The Hotelschool The Hague at DiningCity. He was inspired by the Asian work culture and accepted a job offer in the gift and premium business to set-up a sales office in Asia for Gemaco.

Simultaneously he started his own company Luobofield Ventures in 2013. Luobo means 'Robert' in Chinese and field refers to the translation of the Dutch word 'veld' in his last name. Luobofield Ventures assists Western brands in the production process and communication with Asian manufacturers. This company is still doing very well.

As part of a project for the watch brand KYBOE! he moved to Hong Kong's Shek O. In Shek O Beach, Robert and his wife Rosien hosted many barbeques for their friends. Cooking was already a big passion for Robert and since he moved to Shek O, barbecuing became his favourite thing to do. Creating the perfect spare ribs was an especially exciting challenge.

After numerous batches of spare ribs, Robert wanted a bigger audience and decided to pack some of his ribs for friends and neighbours. They were all delighted with the great ribs and tasty marinade. This was the moment when Robert decided making spare ribs could be a side business for him. 'Rob's Ribs' had just taken its very first steps.

The main goal is to get 'Rob's Ribs' as a brand into supermarkets. In the meantime Rob and his crew are catering events; from a home dinner for 10 to a yacht BBQ day or a Dutch celebration at

the Consulate. In the meantime, the menu has expanded to Indonesian roasts, pulled pork sandwiches and much more, all with a touch of barbeque. All his food and BBQ sauces are homemade with love and passion.

So, if you are looking for a good BBQ master to cater your summer events, reach out to Rob and join him on his barbeque journey.

Be ready to rock-and-roll and lick your fingers! •

How to upgrade your home BBQ desert? Make Rob's favourite 24hr marinated grilled pineapple.

Ingredients:

- 100 g honey
- 2 tbsp. maltose (you can buy it at any supermarket in Hong Kong)
- 80 ml bourbon / whiskey
- 40 ml Xiaoxing wine / mirinfu
- 1 tbsp. rice vinegar
- 1 tbsp. vanilla extract / 1 vanilla stick
- 1 cinnamon stick
- 1 star anise
- ½ tbsp. chili peppers
- 2 tbsp. brown sugar
- 1 big pineapple
- 1 bunch of mint (optional)

Heat up in a cooking pan the honey, maltose, bourbon, Xiaoxing wine and rice vinegar. Stir till honey and maltose are mixed well with the other ingredients. Add remaining ingredients and simmer for 20 minutes. In the meantime, peel the pineapple, take out the core and cut into slices of 1 cm thick. Put all pineapple slices in a food container or ziploc bag and pour the hot honey-spice-marinade over the pineapple. Let it marinate for at least 4hrs (Rob marinates the pineapple for 24hrs). Grill both sides for around 2 minutes. Optional: Serve with chopped mint leaves and vanilla ice cream.

Sailing: a collaborative effort

■ An interview with Ryan Mann, Director Sail Asia Ltd, rymanmarine@gmail.com, +85260498850

How did you get started sailing in Hong Kong?

Like many others I came to Hong Kong for a corporate position. I've discovered that sailing is usually a much more enjoyable job! I've been doing charters on my 47-foot Beneteau sloop since 2012 and there will be a new addition to the charter fleet soon. The thing I enjoy most about sailing is meeting people from all over the world who are visiting or have made Hong Kong their home. We've had young families, bachelor parties, birthdays, family reunions and quiet dinner cruises for couples.

What kinds of people go on sailing trips and what activities are there?

We do sailing trips for a wide variety of people, occasions and for all ages – we've had four generations of one family on the boat at the same time! A common and very enjoyable day is sailing in the waters around the southside of Hong Kong Island and seeing Deep Water Bay, Repulse Bay, Stanley, Lamma and one of the busiest shipping corridors in the world from a new perspective. Usually we'll go for fresh seafood at a family-owned island restaurant and maybe stop for a quick swim on the way back. The boat is generally only booked for one group at a time so we can be flexible with catering and the plans for the day. Some groups like to sail for every minute while others would rather drop the anchor and lounge around in the sun until it's time to go home. We also do special occasions and corporate team building and client entertainment events.

Why choose sailing for a corporate event?

Sometimes, in a city like Hong Kong, it's difficult to get the attention of colleagues and clients. At Sail Asia, we strive to give people a unique experience that they won't soon forget. It's surprising how many people, especially visitors, see Hong Kong as a concrete jungle without understanding how much of the outdoors Hong Kong has to offer – in its hills and on the water. Sailing, by its nature, is a collaborative effort, with a skipper to call the shots, a helmsperson to steer the boat and a team of several to control the sails and lines, read the conditions in the wind and waves and keep the boat seaworthy. There are knowns and unknowns along the way and the team must work together to overcome obstacles. In racing, there is also intense competition. There are so many easy parallels to draw with corporations and industry.

Spending a day sailing together (and eating and drinking) takes members of a team out of their comfort zones in a new, challenging environment and on more equal footing. Interactions between managers and direct reports are more free, and people tend to let their guard down and have some fun. Usually the team is noticeably closer and more relaxed by the end of the day.

We've had companies trying to bring competing teams together after a merger, managers celebrating a big quarter by rewarding everyone in the department, and salespeople going out with their best (or potential) customers. There's a little something for everyone. We try to have a few friendly competitions onboard,



and for larger groups, we have arranged two similar boats for the thrill of match racing.

Do your guests need prior or experience? Do they need to be able to swim?

Not at all, on either count. Half of the experience, especially for team building trips, is learning some new sailing skills and putting them to work. We teach terminology and explain the parts of the boat and how they work. We discuss communication and the roles of each member of the crew. And of course we let them challenge themselves with the different positions from steering to trimming the sails.

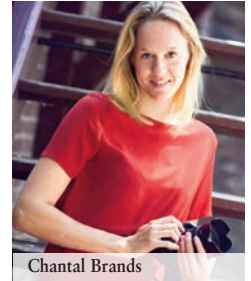
We sail on keel boats which have a multi-tonne ballast attached underneath for stability. They will not capsize except in the most extreme of conditions that we only see in Hong Kong during typhoons (when we will not be sailing!). Sometimes we get a little wet from rain or splashes but there's no reason to be in the water or soaking wet unless we've stopped for a swim. Of course we provide life jackets which weak or non-swimmers are expected to wear.

There are a lot of junk trips and motor yacht charters available in Hong Kong. What is different and better about sailboats?

I find that our customers are looking for more of an active and somewhat more private experience. While many other boat trips are less about the journey and more about the destination (and perhaps sitting on an inflatable thing near 100 other people), sailing is more about the travelling, the sights and sounds of the surroundings and the excitement of the boat moving with the ocean. Plenty of guests sit back with a drink and have a chat or soak up the sun, but there's also the chance to steer the boat and learn and work with the crew on technical manoeuvres. Gliding along without an engine running, seeing the sights and eating amazing local food – not a bad way to spend a Hong Kong afternoon! •

Capturing the Changing Young Lives Foundation

I have been taking photos as long as I can remember; in my family I always was the one taking photos and shooting videos. A couple of years ago I realised that photography excites me and allows me to put all my energy into something positive.



Chantal Brands

■ By Chantal Brands, Capture Life by Chantal, info@capturelifebychantal.com, www.capturelifebychantal.com

It is wonderful to see that this is being appreciated: this year I won an international baby and children's photography award with one of my photos. It is my first award and it caught me by surprise – as there was quite a lot of competition.

Connection is the most important element in my photography. I always aim for spontaneous and candid images with real smiles and hugs. To capture such genuine moments I use a lot of playful interactive games and questions. The games and questions make people forget that there is a lady holding a big black lens staring at them.

This connectivity is the reason why working with children and families has been my preference, because children don't need a lot of encouragement to be themselves. When you have their trust, they will give you everything. Real and open responses.

When the Dutch Chamber of Commerce asked me whether I wanted to donate a prize for the Changing Young Lives Foundation, I immediately said yes. Every year I donate a photo session for a good cause, so this year it was CYLF. I wanted to

see with my own eyes what this wonderful organisation does for children, so I visited their Learning Centre in Sham Shui Po to join some of their activities. I attended the creative class, homework class and a dance class. I also took a portrait of two sisters waiting for one of their activities. Although they didn't speak any English, we managed to play one of my interactive games and it was great to see that this helped us to establish a connection, even when there was a language barrier.

I am very happy I had the chance to be a guest at the CYLF Learning Centre and see how their activities contribute positively to children's lives. •

During the Dutch Chamber Business Awards gala, the Dutch Chamber raised HK\$114,562 for the 'Pay it Forward' program of the Changing Young Lives Foundation. The Pay it Forward program provides year-round educational and developmental activities, helping children and young people to identify and develop their interests and talents. Activities include: Tutorials, English Improvement Programme, Multi-intelligence classes and Outdoor activities. They also have a Social Service program, enabling the children to give back to their community.



Homework class



Creative class



Creative class



The Learning Centre in Sham Shui Po



Waiting sisters



Dance class



Dance class

The Helper

Very many people in Hong Kong live in families which juggle two fulltime jobs with very long hours, and various social and family obligations including raising children. For many of these families, this would not be possible without their domestic helpers, or amahs. Many expats need to get used to having someone (or more than one someone) new live in their house, but in the end, most cannot imagine life without their helper – even when only one in the household has a fulltime job. For some even holidays back in Europe, seem long and difficult without the amah, while this was the very life they knew pre-Hong Kong!



Daniël de Blocq van Scheltinga

■ By Daniël de Blocq van Scheltinga, Managing Partner of Polarwide Ltd.



It is not clear where the word *amah* comes from. Some experts say that it comes from the Portuguese word for nurse *ama*, while others claim that it is the English form of the Cantonese *ah mah*, meaning “little mother”. The other word used in parts of Asia, not so much in Hong Kong, is *ayah* which comes from the Portuguese word for nursemaid *aia*. Viewing the large percentage of Philippine helpers in Hong Kong, one sometimes also hears the Tagalog word for a helper, *yaya*.

Hong Kong, like other Asian countries, has a special immigration regime for domestic helpers. Currently there are approximately 340,200 Foreign Domestic Helpers in Hong Kong according to the Census Bureau (2015 census), of which only 5,200 are male. Of the foreign domestic helpers, the majority (53.4%) are from the Philippines, with Indonesia providing the second largest group (44.1%).

This is a relatively recent phenomenon. In the past, most of the *amahs* came from Canton. The silk industry was very important to Guangdong in the 19th and early 20th century, employing many women. When the silk boom ended in the early part of the 20th century, many of these women formed sisterhoods, vowed celibacy and reinvented themselves as domestic servants. They wore their hair long in a single braid down their back, as a sign of their vow of celibacy. They were known as “black and whites” because of the uniform they all wore of a white blouse with black trousers. These “black and whites”, greatly respected and much in demand because of their hard work, trustworthiness and dedication, worked mostly in Hong Kong, Singapore and Malaysia.

In the late 1970’s, things started to change due to the changing economy in China, the weaker economy of the Philippines, and

Passport to Hong Kong

the great prosperity in Hong Kong, whereby not only the richest, but also the middle classes wanted to have domestic helpers, in part due to the increase of women participating in the labour market.

In 1974, President Marcos of the Philippines implemented a labour code which began his country's export of labour in the form of overseas workers. The Philippine government encouraged this labour export to reduce the unemployment rate and enrich its treasury with the workers' remittances. That this has been good for the economy of the Philippines as demonstrated by the fact that remittances from overseas workers back to the Philippines account for almost 15% of the national GDP (2015). One such "black and white" *amah*, Taojie, worked for the family of the Hong Kong film producer Roger Lee from the age of 13 for more than 60 years, until she had a stroke. She witnessed the ups and downs of five generations of the Lee family, including his grandmother, parents, sister and Roger himself, as well his sister's son and then her grandson. Her death inspired Lee to write the script for "A Simple Life" (2011), which was an official selection for competition at the 68th Venice International Film Festival, where it won four awards including best actress for Deanie Ip who, aged 64, played Taojie (the first time anyone from Hong Kong had ever won the award).

In an article written for a British newspaper after his films success at the Venice Film Festival, Lee described the *amahs* as being strong and an example to others:

"To my mind they were brave pioneers ahead of their time. They strove for independence, resisted relying on men and eschewed marriage, dedicating themselves instead to the amah sisterhood and to a life of hard work."

*"Walking through the streets of Central
on a Sunday afternoon I am always struck by
the same spirit, as I see the helpers laugh, dance
and sing despite the often difficult
and underappreciated lives they lead"*

While most people treat their domestic helpers with the respect they deserve, unfortunately one occasionally reads about abuses. Luckily in Hong Kong, this is less frequent than in some other countries, and the employers who do get caught face serious prosecution and do get punished. The infamous lady who used an iron to brand her helper Erwiana became international headline news, and was sentenced to six years prison in 2015.

On a more positive note, domestic helper Xyza Cruz Bacani also made international news in 2015, when her hobby and passion of photography (photos were taken on Sundays – her day off) won her a scholarship to study in New York at New York University's Tisch School of the Arts. See her incredible photo's at www.xyzacruzbacani.com. She has since won numerous awards, had a special resolution passed in her honour in the Philippine Parliament, is a Fujifilm ambassador and her works are shown in top galleries across the globe.

Her photos are in black and white. Unwittingly this is an appropriate allusion to the old black and white *amahs*, as she clearly demonstrated the same hard work and determination to do her best for something she wanted. Walking through the streets of Central on a Sunday afternoon I am always struck by the same spirit, as I see the helpers laugh, dance and sing despite the often difficult and underappreciated lives they lead. •



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Planetary Security with Alexander Verbeek

Alexander Verbeek focussed on the next decades and talked to members of the Dutch and Swedish Chambers of Commerce about climate change being a structural trend that we will have to prepare for.

Wednesday, 17 May 2017



Tom Uiterwaal, Bas Fransen



Karine Hirn, Alexander Verbeek



Craft beer with the Artist

Benjamin Cox from The Artist talked about what it is like to launch a business in Hong Kong from scratch. He talked about their unique business model, what some of the early stage challenges were and how to grow successful.

Thursday, 18 May 2017

Tartine



Mathias Deferme, Benjamin Cox



Alexander de Haseh, Joost Jonkman



Kwinten Smits, Arthur van Dijk



Sino-Benelux Business Survey

Over lunch, Michiel Vos presented the results of the Sino Benelux Business 2017. Nathan Jansen zoomed in on developments just across the border in the Pearl River Delta.

Friday, 19 May 2017

ING



Michiel Vos



Nathan Jansen



Katrien Leinders, Alexander de Haseh, Michele Deneffe, Monique Bakker, Nathan Jansen

YP Barbecue

On the 8th June, the YP committee organised the 5th edition of the Young Professionals Barbecue at Ben's Back Beach Bar in Shek O.

Thursday, 8 June 2017

Ben's Back Beach Bar



Tom Pirenne, Mali Pan, Anoeshka Krijnen



Robert Jan van Lie Peters, Robert Jan Grasveld, Roel van der Wielen, Merijn Kavelaars



Vicki Chi, Frank Bedaux, Martin Rijk, Robert Jan van Lie Peters

Annual General Meeting

During the Annual General Meeting members got the chance to discuss the activities of the Dutch Chamber and new Directors of the Dutch Chamber of Commerce in Hong Kong were elected.

Wednesday, 14 June 2017

KPMG



Marcel La Croix, Lodewijk Meens, Daniël de Blocq van Scheltinga, Maaïke van Meer, Jan Willem Möller, Manó Markovits



Herring Party

This year's Rabobank Herring Party was once again a great success. We were happy to have tried the delicious Hollandse Nieuwe at Orange Tree Restaurant!

Thursday, 22 June 2017

Orange Tree Restaurant



Wei Si'eu Meens & Case Everaert



Willem Jan Hoogland & Klaus Heldman



Judith Huisman, Helen Yong & Muriel Moorrees



Dagmar van Steenbrugge

The Great Game of Global Trade

Global politics are extremely volatile following the election of Donald Trump. During The Great Game of Global Trade, Michael Every discussed why this is all suddenly happening, where we may go next and what the implications are for markets.

Friday, 30 June 2017
Rabobank



Upcoming Events on
www.dutchchamber.hk

DutchCham Members for Members Program

Make a successful referral to the Dutch Chamber of Commerce and achieve a discount of up to 50% on your membership fee!

Earn a credit of **25%** of any new member referred by you

Achieve a discount of up to **50%** of your membership fee

25

&

50

Celebrating **25** years of success at the Dutch Chamber

Heading towards **50** years on solid foundations

How to Join

Successfully introduce a company to us and you will receive a credit towards your membership fee payable next year. Each credit equals 25% of the membership fee paid by the member you referred to us this year. Maximum discount on your membership = 50% of your membership fee.

- Email helen@dutchchamber.hk with the name and contact details of your suggested company or individual.
- The Chamber will follow up with each suggestion.
- If your referral is successful, the Chamber will inform you and will provide you with the applicable discount.

NEW CORPORATE MEMBER – Eric van der Hoeven, JTH Group

Eric van der Hoeven is Chief Executive of JTH Group, which provides support to its two technology divisions, Innovix Distribution and JOS. Eric has held a number of senior positions during his more than 20 years with the Jardine Matheson Group. In February 2014, he took the helm of Jardine OneSolution Group, the predecessor of JTH Group and a business with over 60 years' experience in Asia's technology industry. Since then, he has led a transformation project to ensure the business capitalises on the next waves of technological advance. Realigning the business from a structure based on geography to one based on core areas of expertise, two stand-alone operating units were created. Innovix Distribution, a technology distributor with operations in Asia's major commercial hubs and JOS, a systems integrator, solutions provider and technology consultancy with extensive experience across Asia. The organisations are supported by more than 2,800 professionals from 12 offices in Asia's major commercial hubs in China, Hong Kong, Macau, Malaysia and Singapore.

After holding various finance and general management positions in Asia and Europe, Eric took a senior finance position at Mandarin Oriental, the Group's global luxury hotel business, and later became Jardine Matheson's Head of Internal Audit and Risk Management. Before being appointed to his current position, he was Chief Executive at Jardine Shipping Services. He holds a degree in Hotel Management, a BA in economics and an MBA.

- **Eric van der Hoeven, Chief Executive, JTH Group,**
Tel. +852 2565 2011, evdh@jthgroup.com

NEW YOUNG PROFESSIONAL MEMBER – Anoeshka Krijnen

Growing up in the Netherlands being of both Dutch and Chinese decent, created interest in me towards the differences between the East and the West.

Therefore, after completing my Bachelor's degree at TU Eindhoven, I decided to get my Master's degree at the Hong Kong Polytechnic as an Industrial Designer. It was then, when I felt the big influence of China on the world's industrial and technological transformations, which made me eager to move back to Hong Kong last month to look for opportunities.

I envision a world where designers need to respond to rapid technological changes such as service automation and robotics. As a designer, I aspire to create a more natural user experience between people and their use of technology, while creating value for the Asia market.

If you are looking for someone to strengthen your company or know someone who is, please feel free to reach out to me.

- **Anoeshka Krijnen, Tel: +852 5494 7147,**
anoeshkakrijnen@hotmail.com, www.linkedin.com/in/anoeshka/

— NEW MEMBERS LISTINGS**SME MEMBER****MADERN ASIA LTD.**

Contact: **Guido Leenknecht**, Regional Manager Asia
Address: 11/F, Unit 3, Westin Centre, 26 Hung To Road, Kowloon, Hong Kong
Phone: +852 2186 6706
Email: g.leenknecht@madernasia.com
Website: www.madern.com

START-UP MEMBER**GOOD PARENTS**

Contact: **Bas Kakebeeke**, Director of Operations
Address: 10/F, Cheung Hing Industrial Building, 12P Smithfield Road, Kennedy Town, Hong Kong
Phone: +852 5916 3115
Email: bas.kakebeeke@gmail.com
Website: www.kiddowear.com

YOUNG PROFESSIONAL MEMBER**ROBECO**

Contact: **Frank Olie**, Operations Specialist
Address: 27/F Man Yee Building, 68 Des Voeux Road, Central, Hong Kong
Phone: +852 6625 5044
Email: f.olie@robeco.com

— JOB OFFER —

AMEFA - INTERNATIONAL SALES MANAGER

Amefa is an international organization specialized in the design, development and distribution of cutlery, kitchen knives and related items for cooking and dining. Founded in 1931, Amefa has through the years developed into one of the leading European players in both the professional foodservice as well as the on- and off-line retail channels. Our products are sold in as many as 66 countries. With subsidiaries in Germany, UK, France, Poland, Hong Kong China, and our headquarters in the Netherlands we are truly an international company with Dutch roots!

As international Sales Manager you will be responsible for the commercial activities and results in South + East Asia & Australia + New Zealand. You will work with our existing distributors and customers in order to enhance the results with our existing partners. Furthermore you will pro-actively approach potential distributors/ (large) retailers in the consumer and hospitality channels. You are able to turn leads into concrete business opportunities and will be an excellent ambassador of Amefa and its brands. You have extensive international sales experience and you are ready for the next step in your career. You have a proven track record in dealing with international wholesalers, distributors and/or retailers (on-line and off-line) in different cultures. Your personality is outgoing and engaging, and you know how to interact pro-actively on different levels within an organization.

You will visit international trade fairs and closely monitor important developments in the relevant markets. You are independent but also thrive when working in a team. Regular travelling to the relevant areas is of course part of the job. You will report to headquarters in NL. The job location is HKG (on local terms).

What do we expect from you?

- Excellent inter-personal and communication skills which can be demonstrated at all levels both internally and externally with customers
- Bachelor's degree
- Extensive experience in a commercial role in retail and/or consumer articles (B2B)
- Result driven, independent, flexible and ambitious
- A hands on and no-nonsense mentality

What can you expect?

- A vibrant and dynamic organization
- A competitive package OTE
- An international position with plenty of room for initiative
- A challenging sales area with great opportunities

Interested? Please send your CV and motivation letter before 15 September for attn of Ms. Sonja Tong at:
sonja.tong@amefa.com / www.amefa.com

HKWJ TAX LAW & PARTNERS/TRIPLE EIGHT LIMITED – MARKETING EXECUTIVE

JOB DESCRIPTION

1. Be responsible in handling the Companies presence on social media e.g. LinkedIn, Twitter, Skype
2. Be responsible in handling and maintaining the Companies' website
3. Be responsible in daily management of Google adwords/analytics for the Companies' website
4. Be responsible in sending out newsletters and/or notices to clients
5. Be responsible in creating or developing advertisement materials on print or web ad platforms
6. Be responsible in participating on various events/gatherings e.g. seminars, workshops, networking events
7. Be responsible in sourcing new potential customers/clients

REQUIREMENTS

1. Good command of spoken and written English as well as spoken Mandarin
2. Sociable and friendly, confident to talk with strangers in English and Mandarin
3. Good team player and able to work independently
4. Sound communication skills and able to interact effectively with both colleagues and clients
5. Must be flexible to work after office hours for potential networking events during the evenings
6. Must be very creative in performing all marketing duties
7. Willing to grow with the Companies and become part of the growth

EMPLOYMENT TYPE: PART TIME

Interested? Please send your CV and attention to annie.choi@hkwj-taxlaw.hk / www.hkwj-taxlaw.hk

JOB SEEKER



Floran Jespers – fmjaspers@gmail.com

I am Floran Jespers, born and raised in the Netherlands. My background is in International Business Studies, majoring in trade and finance. In 2014 I did an internship with the BASF establishment in Hong Kong as Finance Controller for a period of six months. During the internship I was able to experience the Hong Kong working life and I naturally became fond of Hong Kong and all it has to offer (both the positive and negative elements).

There are many reasons which make me want to live and work in Hong Kong, but I am driven mainly by two of them:

1. the general lifestyle and the international atmosphere that brews within Hong Kong appealed to me the first day I set foot in HK and it never left me,
2. my fiancée is born and raised in Hong Kong.

To get into a little bit more detail about who I am as a person: eager to learn, adapt and problem-solving are key words in my daily operations. I don't shy away from hard work and challenges. Furthermore, I have an open-minded and flexible nature.

Currently I am working as an accountant for Samsung at Schiphol in their European headquarter for air conditioner business. I am open to a variety of roles in either the finance or trade branch, preferably in a role where analytics and/or business control is important, e.g. in a (junior) business controller/analyst role. Please have a look at my CV in order to get to know more about my background and area of interests. Much appreciated for taking your time to read my posting!

Go to the Job Seekers page at www.dutchchamber.hk to find Floran's CV.

TRADE SHOW CALENDAR

IN THE NETHERLANDS

25th International Conference on Magnet Technology, MT25

Location: RAI Amsterdam
Date: 28 August-1 September 2017
Organiser: University of Twente
Email: info@mt-25.org
Website: <http://mt-25.org/>

IBC 2017 (electronic media and entertainment industry)

Location: RAI Amsterdam
Date: 14-19 September 2017
Organiser: IBC
Email: info@ibc.org
Website: <https://show.ibc.org/visit-ibc-explore-learn-and-network>

Bike Business Days

Location: Jaarbeurs Utrecht
Date: 10-11 September 2017
Organiser: Jaarbeurs Utrecht
Email: service@jaarbeurs.nl
Website: <http://www.bikebusinessdays.nl/nl-NL/Welkom.aspx>

Offshore Energy Exhibition & Conference

Location: RAI Amsterdam
Date: 9-11 October 2017
Organiser: Navingo BV
Email: aro@navingo.com
Website: www.navigo.com

IN HONG KONG

International Dental Expo & Symposium 2017

Location: HKCEC
Date: 4-6 August 2017
Organiser: HK Trade Development Council
Email: hkidas@hkda.org
Website: www.hkideas.org

Beauty & Wellness Expo

Location: HKCEC
Date: 17-21 August 2017
Organiser: HKTDC
Email: exhibitions@hktdc.org
Website: <http://m.hktdc.com/fair/hkbeautyexpo-en/>

Home Delights Expo

Location: HKCEC
Date: 17-21 August 2017
Organiser: HK Trade Development Council
Email: exhibitions@hktdc.org
Website: www.hktdc.com

Watch and Clock Fair

Location: HKCEC
Date: 5-9 September 2017
Organiser: HK Trade Development Council
Email: exhibitions@hktdc.org
Website: www.hktdc.com

TRADE ENQUIRIES

These trade enquiries were received by the Economic Section of the Consulate-General of the Netherlands in Hong Kong. Interested parties may approach the companies directly or contact Betty Liu, the Consulate's trade officer, on (852) 2868 0690, by fax to (852) 2868 5388 or via email: economic.section@netherlands-cg.org.hk.

Dutch exporters wanted Food & beverage

Company
Strootman Hong Kong Ltd.

Contact
Mr. Jacky Chan

Phone
+852 2810 9138

Email
jackey@strootman.com.hk

Website
www.nthmuch.com

We are an independent, member driven, non-governmental, non-profit business association which serves to facilitate business in Hong Kong and Greater China for its members by providing networking, knowledge sharing and company profiling opportunities. As the representative body of Dutch business in Hong Kong, we maintain close relationships with both the Dutch and the Hong Kong SAR governments.

DUTCHCHAM MEMBERSHIP

The Dutch Chamber of Commerce in Hong Kong offers advice and assistance to its members. Areas where we can help include:

Connectivity

- ♦ Access to local government and opportunity to give feedback through the International Business Committee
- ♦ Access to events of the European Chamber of Commerce & members only Platforms & Committees
- ♦ Active assistance in getting your business set up and getting you connected

Publicity

- ♦ Free exposure in the DutchCham magazine and our Membership Guide & Setting Up a Business in HK Guide
- ♦ Speaking opportunities at Dutch Chamber or other Chambers' events
- ♦ Free placement of job advertisements

Networking

- ♦ Exclusive lunch at the Residence of the Dutch Consul General
- ♦ Monthly MUNCH (Mingle & Lunch)
- ♦ Annual Golf Tournament sponsored by ABN AMRO
- ♦ Corporate cocktails organised by the Chamber

And more ...

- ♦ Members price for all events (average discount close to 50%)
- ♦ 10% off on advertisements in all DutchCham publications

MEMBERSHIP & ANNUAL FEES

• Gold Member	HK\$ 20,000
• Corporate Member	HK\$ 8,500
• SME Member	HK\$ 3,500
• Associate Member	HK\$ 3,500
• Young Professional	HK\$ 750
• Start-up Member	HK\$ 1,750
• Overseas Member	HK\$ 2,500

NO JOINING FEE
GOLD, SME, & CORPORATE MEMBERS ENJOY VOTING RIGHTS

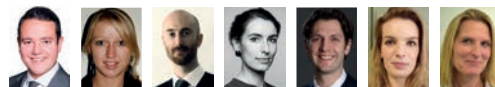
DUTCHCHAM COMMITTEES & PLATFORMS

PR AND PUBLICATION COMMITTEE



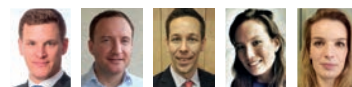
- Jacob Feenstra (Chair) • Donna Mah (Editor) • Monique Detilleul
- Maarten Swemmer • Merel van der Spiegel • Judith Huismans

CHINA COMMITTEE



- Marcel La Croix (Chair) • Monique Bakker • Nathan Jansen
- Rinske Kuiper • Rogier van Bijnen • Judith Huismans • Muriel Moorrees

SME COMMITTEE



- Jan Willem Möller (Chair) • Stijn Ottenheim • Sander Bras
- Danielle Stegeman • Judith Huismans

TAX COMMITTEE



- Jeroen van Mourik (Chair) • Eric Kampman • Han Kalfsbeek
- Sytske Kimman • Willem Jan Hoogland • Muriel Moorrees

WOMEN IN BUSINESS COMMITTEE



- Maaïke van Meer • Maaïke Steinebach • Lisanne Elfring
- Saskia Bosch van Rosenthal • Muriel Moorrees

FINANCE COMMITTEE



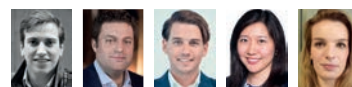
- Michael van Ommeren (Chair) • Niels Boudeling • Paul Korff de Gidts
- Lapman Lee • Litai Wai • Bram van den Bergh • Muriel Moorrees

CREATIVE COMMITTEE



- Oscar Venhuis (Chair) • May Yeung • Saul Smeding • Anoeska Krijnen
- Judith Huismans

YOUNG PROFESSIONAL COMMITTEE



- Robert Jan Grasveld • Robert Jan van Lie Peters • Alexander de Haseth
- Vicky Chi • Judith Huismans



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